



CAIRN ENERGY INDIA PTY LIMITED(CEIL)

(Incorporated in New South Wales, Australia ACN 002066784)

EXPRESSION OF INTEREST FOR PROVISION OF SECURITY SERVICES FOR BHOGAT IN GUJARAT-2010-2011

Cairn India Limited is an independent, public oil and gas exploration and production company, listed on NSE and BSE. Cairn India, through CEIL, has decided to pursue sourcing options and seeks Expression of Interest (Eoi) from suitable contractors for providing security guards and supervisory staff ,approximately 160 in number, for the main Bhogat terminal in Gujarat , pipeline up to the Land Fall point, Land Fall point security along the coast and mobile vehicle based escorts for its employees. The core Security Managerial staff will be from CEIL.

CEIL intends to pre qualify contractors for issue of tender through this Eoi. Only those contractors who are properly registered in accordance with Private Security Regulations Act, 2005, and comply with all the requirements given below should respond to this notice. Contract shall be for an initial period of one year extendable by another year. CEIL seeks expression of interest (Eoi) from suitably experienced security contractors, for the work which broadly encompasses the following and should have the following capability/qualifications:

- Reputed with proper registration and in possession of valid updated licenses ie fully compliant in terms of labour laws etc.
- Having adequate experience in providing industrial security
- Have maximum professional security specialists (Ex defence, police, CISF) on their panel of employees preferably with focus on oil and gas sector.
- Capability to provide maximum ex-servicemen and civilians from local areas as per company policy with extensive demonstrated knowledge of existing environmental conditions.
- Previous experience in handling stretched operations in oil and gas scenario across more than three locations including the oil pipeline in an integrated manner .
- Ability to develop adequate logistics for security services, patrolling and quick reaction teams comprising vehicles and establishment of camps .
- Sufficient resources (financial and manpower) with professional management, organisation and business support to deliver the required services.
- Good / demonstrated knowledge of local conditions/environment prevailing in the area of operations.
- Commitment and capability to adhere to company's high standards of health, safety , security and environment.
- Have a training facility and a formal syllabus for the training of the guards etc.

- Commitment to provide good working conditions for the guard force with a detailed breakdown of proposal of remuneration and facilities.
- Ability to ramp up additional quantity of manpower on emergent basis at short notice to ensure operational efficiency.

Interested contractors who can fulfill all the requirements listed above may submit their response including the details and references stated above, in writing within 15 days of publication of this notice. A nominal roll of 50 ex servicemen guards/supervisors along with mobile number /contact number and village will be required to be submitted along with their age , fitness and background .

Letter of Interest with detailed Company information as under is required:

- a. Name of the parent Company.
- b. Name, address, phone, e-mail of the company that would execute the contract.
- c. Organisation structure.
- d. Size of departments.
- e. Procurement system and procedures of the company including size of procurement

Company's financial performance documents, i.e. Audited Balance Sheets, Profit and Loss Account, and Cash Flow Statements for the last three years and following details required separately. Provisional, authenticated balance sheets are also acceptable; however failure to provide three audit statements will lead to rejection of bid:

- a. Company turnover based on last three audited financial statements which should not be less than 1.5 Crore INR.
- b. Company's net worth based on last three audited financial statements.
- c. Working capital based on last three audited financial statements.
- d. Banker's name, address and preferably a solvency certificate from the bank indicating the credibility limit in financial terms.

Experience as under is required:

- a. Lists of similar projects successfully executed in the last three years or currently under execution in India or abroad with completion certificates as applicable.
- b. Separate List of similar contracts executed in the last three years
- c. Should have never been black listed by Govt./PSU/Cairn India/reputed company
- d. d.. Should be registered with service tax authority(as applicable)

Manpower details as under should be furnished:

- a. Details of key members who shall be involved in the project execution including their experience levels.
- b. Copy of current ISO Certificate or other certifications as applicable.
- c. Certification of the company's QA system by an accredited certification body.
- d. QMS of the company.
- e. Dedicated QA staff in the company.
- f. Copy of registration certificate (Labour Law, EPF etc. as applicable)

The vendor is also required to provide a photo of the Proprietor/MD and the external office premises with corporate staff. The photo should clearly show the name of the security agency, prominently on the display board outside the premises .A separate photograph should also show the interior of the office and

the equipment such as fax machine /computer and telephone etc along with letterhead of the security agency”

The envelope should be subscribed with “**Reference No. CEIL/C&P/EOI/—1000017080**
All information and documentation shall be provided at address below within 10 days of publication of this Eol by e-mail, as attached PDF file and via courier to:.

Director - P&SCM - Cairn Energy India Pty Limited
3rd & 4th Floors, Vipul Plaza,
Sun City, Sector 54, Gurgaon 122 002
E-mail: rjnprocurement@cairnindia.com
www.cairnindia.com

The envelope shall be super scribed with “**PROVISION OF SECURITY SERVICES FOR BHOGAT TERMINAL GUJARAT, PRE QUALIFICATION 2010-2011**”